

Message Text

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PAGE 01 CARACA 03446 051438Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----051509Z 067885 /46

R 051302Z APR 77
FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO SECSTATE WASHDC 7174

UNCLAS CARACAS 3446

PASS TO OED/MEPD AND OIM/BREWER

E.O. 11652: N/A
TAGS: BENC, VE
SUBJ: MAJOR PROJECT: FIBERGLASS TANK PLANT:
MACHINERY PURCHASE; U.S. PLANTS VISIT:

1. PROJECT NAME: POLYGLAS VENEZUELA S.A. (PAID IN CAPITAL ONE
MILLION BOLIVARS, ANNUAL VOLUME OF BUSINESS 2.7 MILLION BOLIVARS).
A NEW PLANT IN BARQUISIMETO.

2. BRIEF DESCRIPTION: POLYGLAS WISHES TO CONSTRUCT A NEW PLANT
IN BARQUISIMETO TO PRODUCE 50,000 KILOS PER MONTH OF FIBERGLASS
PRODUCTS (CHIEFLY TANKS OF ALL SIZES). FOR TANK PLANT,
POLYGLAS REQUIRES A FILAMENT WIND MACHINE TO WIND CYLINDERS
WITH FROM 80 TO 360 CENTIMETERS DIAMETER WITH A LENGTH OF 5
METERS AS WELL AS ACCESSORY EQUIPMENT. POLYGLAS EXPECTS TO
INVEST BETWEEN ONE AND TWO MILLION BOLIVARS (250-500,000 DOLLARS)
IN EQUIPMENT FOR THE NEW PLANT. COMPANY REPRESENTATIVES WISH TO
VISIT PLANTS IN THE U.S. WHERE EQUIPMENT IS MADE AND PLAN
US TRIP WITHIN THE NEXT MONTH. THEY REQUEST ASSISTANCE IN
COORDINATING VISITS. THEY ARE ALSO SEEKING US FIRM TO PROVIDE MOLDS
AND TECHNOLOGY ON ROYALTY, LICENSING OR JOINT VENTURE BASIS TO
PRODUCE FIBERGLASS BULK STORAGE SILOS FOR FEED.

3. PROJECT DIRECTOR:
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ING. GUSTAVO OSTOS
DR. ILDEFONSO RIERA ZUBILLAGA (PRESIDENT)
POLYGLAS VENEZUELA S.A.
AVENIDA LIBERTADOR, ESQUINA LAS ACACIAS
EDIFICIO LAS VEGAS-OFICINA 1-F
CARACAS, VENEZUELA
TELEPHONE: 781-43 43 781-28 65

4. BID DATES: DR. RIERA AND ING. OSTOS WISH TO MAKE VISIT ASAP.

5. FOREIGN CONTENT: ALL EQUIPMENT WILL BE PURCHASED OUTSIDE VENEZUELA.

6. COMPETITIVE FACTORS: RIERA AND ING. OSTOS HAVE ALREADY BEEN TO EUROPE; TRIP DESCRIBED AS "UNSATISFACTORY" DUE TO LACK OF FIXED PLAN FOR VISITS. THEY WISH TO HAVE MORE SUCCESSFUL US EXPERIENCE AND HAVE WRITTEN DIRECTLY TO SOME US FIRMS, INCLUDING VENUS PRODUCTS, CO., KENT, WASH.; MCCLEAN ANDERSON, INC., MILWAUKEE; ADVANCED COMPOSITES, SALT LAKE CITY; BRENNER I. G. CO., NEWARK; EN-TEC, INC., SALT LAKE CITY; RUF MACHINE CO., BRONX; VERMONT INSTRUMENT CO. INC., BURLINGTON, VERMONT. WOULD BE INTERESTED IN VISITING OTHERS AS SUGGESTED.

7. POLYGLAS REPS REALIZE THAT THEY CANNOT HOPSCOTCH AROUND US AND WOULD LIKE TO CONCENTRATE EFFORTS ON MOST INTERESTED AND SPECIALIZED FIRMS. POST APPRECIATES ANY ASSISTANCE USDOC CAN SUPPLY IN IDENTIFYING INTERESTED SUPPLIERS.
VAKY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 05-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770488/aaaacyqi.tel
Line Count: 83
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Litigation History:
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Message ID: 734b79aa-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Retention: 0
Review Action: RELEASED, APPROVED
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Review Date: 10-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2897540
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: FIBERGLASS TANK PLANT: MACHINERY PURCHASE; U.S. PLANTS VISIT
TAGS: BENC, VE
To: COM
Type: TE
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